

Comparisons of Job Characteristics

Focus Occupation: Sales Engineers (41-9031)
Associated Occupation: Sales Managers (11-2022)

Compare Knowledge
 Compare Skills
 Compare Abilities
 Compare Detailed Work Activities
 Compare Tools and Technologies

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

Knowledge

Similarity of Focus Occupation to Associated Occupation: 65

Focus Occupation: Sales Engineers (41-9031)
Associated Occupation: Sales Managers (11-2022)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Sales and Marketing	5.2	21.6	19.5	<	Expanded education and/or training may be required
Customer and Personal Service	11.3	17.8	20.5	>	Current knowledge level is likely sufficient
Administration and Management	8.4	14.7	11.9	<	Expanded education and/or training may be required
Personnel and Human Resources	5.6	12.4	7.4	<<	Extensive education and/or training may be required
Economics and Accounting	4.4	9.8	5.1	<<	Extensive education and/or training may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Skills

Similarity of Focus Occupation to Associated Occupation: 85

Focus Occupation: Sales Engineers (41-9031)
Associated Occupation: Sales Managers (11-2022)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Monitoring	9.9	14.9	11.0	<<	Extensive development of skills in this area may be required
Social Perceptiveness	9.1	14.6	13.9	0	Current skill level may be sufficient
Persuasion	7.4	14.2	15.0	0	Current skill level may be sufficient
Coordination	9.1	13.8	11.6	<	A higher skill level may be required
Management of Personnel Resources	6.9	13.3	8.6	<<	Extensive development of skills in this area may be required
Service Orientation	7.9	12.6	12.0	0	Current skill level may be sufficient

Time Management	8.9	12.6	10.4	<	A higher skill level may be required
Negotiation	6.8	12.0	12.2	0	Current skill level may be sufficient
Systems Evaluation	6.4	11.9	11.9	0	Current skill level may be sufficient
Systems Analysis	6.5	11.4	12.3	0	Current skill level may be sufficient
Management of Financial Resources	3.3	9.6	5.6	<<	Extensive development of skills in this area may be required
Management of Material Resources	3.7	7.3	6.4	<	A higher skill level may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Abilities		Similarity of Focus Occupation to Associated Occupation: 97				
Focus Occupation: Sales Engineers (41-9031) Associated Occupation: Sales Managers (11-2022)						
Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation		
Oral Comprehension	12.5	15.7	16.5	0	Current ability level may be sufficient	
Speech Clarity	10.2	14.0	13.9	0	Current ability level may be sufficient	
Written Expression	9.8	13.6	13.6	0	Current ability level may be sufficient	
Speech Recognition	9.9	13.2	15.0	>	Current ability level is likely sufficient	
Deductive Reasoning	10.6	13.0	14.4	>	Current ability level is likely sufficient	
Originality	7.6	12.6	11.6	0	Current ability level may be sufficient	
Fluency of Ideas	7.6	12.2	13.0	0	Current ability level may be sufficient	
Number Facility	6.3	9.5	10.7	>	Current ability level is likely sufficient	
Memorization	5.6	8.6	9.5	>	Current ability level is likely sufficient	

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common		Similarity of Focus Occupation to Associated Occupation: 81
Focus Occupation: Sales Engineers (41-9031) Associated Occupation: Sales Managers (11-2022)		
Work Activities	Exclusivity of Activity	
Conduct sales presentations	75	
Evaluate product quality for sales activities	89	
Use knowledge of sales contracts	80	
Use sales techniques	75	

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Tools and Technologies that Both Occupations Have in Common

Similarity of Focus
Occupation to Associated
Occupation: 86

Focus Occupation: Sales Engineers (41-9031)
Associated Occupation: Sales Managers (11-2022)

Tools and Technologies	Exclusivity
Business function specific software	1
Computers	1
Content authoring and editing software	1
Data management and query software	1
Information exchange software	1
Network applications software	1

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.